

COURSE TITLE: Personal Finance

Course Description:

Personal Finance is a foundational course that introduces students to the principles of financial literacy for achieving personal goals. This course is designed to inform students about how the choices they make directly influence their occupational goals, future earning potential, and long-term financial well-being. Content provides opportunities for students to explore consumer behavior, legislation, consumer protection, consumer rights and responsibilities, financial decision-making, advertising and promotional techniques, individual and family money management, banking services, use of credit, income tax, and technology.

Potential Certifications/Credentials:

ASK Institute – Concepts of Finance, IC3 Global Standard 6 (or higher), Intuit® Quickbooks Certified User, Microsoft Office – Access Expert 2019/365, Microsoft Office – Excel Expert 2019/365, Microsoft Office – Word Expert 2019/365, Microsoft Office Specialist 2019/365 (MOS) (Two of the following areas REQUIRED: Excel Associate / Outlook Associate / PowerPoint Associate / Word Associate)

Course Scope and Sequence

Unit #	Unit Title	Estimated Hours
1	<u>Foundational Standards</u>	
2	<u>Financial Responsibility</u>	
3	<u>Consumer Protection</u>	
4	<u>Consumer Decisions and Behavior</u>	
5	<u>Money Management</u>	
6	<u>Credit and Debt</u>	
7	<u>Saving</u>	
8	<u>Investing</u>	
9	<u>Personal Insurance</u>	
10	<u>Banking</u>	

Unit Plans of Instruction

Foundational Standards

Supporting—will be taught throughout the course as needed for the unit.

- F1. Incorporate safety procedures in handling, operating, and maintaining tools and machinery; handling materials; utilizing personal protective equipment; maintaining a safe work area; and handling hazardous materials and forces.
- F2. Demonstrate effective workplace and employability skills, including communication, awareness of diversity, positive work ethic, problem-solving, time management, and teamwork.
- F3. Explore the range of careers available in the field and investigate their educational requirements, and demonstrate job-seeking skills including resume-writing and interviewing.
- F4. Advocate and practice safe, legal, responsible, and ethical use of information and technology tools specific to the industry pathway.
- F5. Participate in a Career and Technical Student Organization (CTSO) to increase knowledge and skills and to enhance leadership and teamwork.
- F6. Discuss and demonstrate ways to value diversity.

Unit 2 Title: Financial Responsibility

Content Standards

1. Describe the nature and scope of personal finance, including how personal finance concepts fit into key life events or stages.
 - 1a. Research and share information from a variety of sources to explain the importance of personal financial planning.
 - 1b. Specify how monetary and non-monetary assets can contribute to net worth.
2. Describe personal spending behavior that contributes to building wealth.
 - 2a. Explain how charitable giving fits into a spending plan.
 - 2b. Describe practices that assist individuals and families to achieve and maintain financial security.
3. Explain how goals, decision-making, and planning affect personal financial choices and behaviors.
 - 3a. Create a plan to reach a specific financial goal.
 - 3b. Explain personal values that affect financial choices.
 - 3c. Explain the advantages of designing and following a personal financial plan.
 - 3d. Compare and contrast retirement and estate planning options available to individuals and families.
4. Explain how certifications may expand employment opportunities and positively impact earnings.
 - 4a. Describe the opportunity costs of developing human capital by taking courses to prepare for employment in careers that are in high demand with high income potential.
5. Gather information from several sources when planning to purchase a product.
 - 5a. Explain what information is most helpful in choosing which product to buy.

Unpacked Learning Objectives

Students know:

- The nature and scope of personal finance.
- The importance of personal financial planning.
- Monetary and non-monetary assets can contribute to net worth.
- Personal spending behavior contributes to building wealth.
- How charitable giving fits into a spending plan
- There are practices that can assist individuals and families to achieve and maintain financial security.
- Goals, decision making, and planning affect personal financial choices and behaviors.
- The process of planning to reach a specific financial goal.
- Personal values can affect financial choices.

- The advantages of designing and following a personal financial plan.
- There are differences in retirement and estate planning options available to individuals and families.
- Certifications may expand employment opportunities and positively impact earnings.
- There are opportunity costs of developing human capital.
- How to gather information from several sources when planning to purchase a product.
- What information is most helpful in choosing which product to buy.

Students are able to:

- Give examples of the nature and scope of personal finance.
- Identify how personal finance concepts fit into key life events or stages.
- Generate information explaining the importance of personal financial planning.
- Explain how monetary and non-monetary assets can contribute to net worth.
- Recognize personal spending behavior that contributes to net wealth.
- Describe how charitable giving fits into a spending plan.
- Identify practices that assist individuals and families to achieve and maintain financial security.
- Give examples of how goals, decision-making, and planning affect personal financial choices and behaviors.
- Write a plan to reach a specific goal.
- Describe personal values that affect financial choices.
- Describe the advantages of designing and following a personal financial plan.\
- Identify differences in retirement and estate planning options available to individuals and families.
- Give examples of how certifications may expand employment opportunities.
- Recognize the opportunity cost of developing human capital.
- Research information from several sources when planning to purchase a product.
- List what information is most helpful in choosing which product to buy.

Students understand that:

- There are characteristics of personal finance which affect its' nature and scope.
- Key life events or stages have an impact on personal finance.
- Financial planning is important.
- Monetary and non-monetary assets contribute to net worth.
- Positive personal spending behavior can build wealth.
- Charitable giving is a part of a spending plan.
- There are practices such as budget, setting goals, saving and others which can assist individuals and families in achieving and maintaining financial security.
- Goals, decision-making and planning affect personal financial choices and behaviors.
- There is a process needed to plan for a financial goal.
- An individual's personal values have an affect on their financial choices.
- There are advantages in designing and following a personal financial plan.

- There are various retirement and estate planning options which have a wide variety of benefits.
- Certifications can provide additional employment opportunities.
- There are opportunity costs of training for employment.
- Investigating several sources when planning to purchase a product can help make better informed buying decisions.
- Some production information is more important in the buying process.

Unit Driving/Essential Question	How can understanding Personal Finance help prepare oneself for the future?
Exemplar High Quality Unit Task	Define types of goals, types of life stages, and types of financial plans. Utilize technology to access, manage and integrate information. Identify Technology advancements in Financial Planning. Apply problem-solving skills in Financial Planning. Showcase effective communication skills. Conduct a business meeting.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
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Discuss the nature and scope of personal finance, including how personal finance concepts fit into key life events or stages.	Formative Assessments: Discuss the various characteristics of personal finance which affect its' nature and scope. Identify key life events or stages that could have an impact on personal finance. Discuss real-world financial situations and stages of life. Discuss a strategy for identifying current stages. Discuss the importance of personal finance in preparing for diverse stages of life. Discuss the roles and responsibilities of family members in personal finance.	Group investigation on the nature and scope of personal finance. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about how personal finance concepts fit into key life events or stages. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Discussing the Planning Process, key life stages, and various designs of Financial Plans. MATH: Calculate time value of money to analyze personal financial decisions. MATH: Calculate how fast prices (or your savings) will double by using the rule of 72.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
Investigate and report information from a variety of sources to explain the importance of personal financial planning.	Formative Assessments: Discuss the sources and origin of personal financial planning.	Implement Reflection and Goal-Setting Exercises. PowerPoint Presentation Research and Reports	ELA: Mini research project; teacher provided topics related to fields of accounting, business finance, etc. Cite evidence (MLA), answer essential	Textbook Whiteboard/Interactive board Internet

	Discuss the impact of being financially knowledgeable. Describe the difference between want and need. Identify why financial planning is important.	Virtual field trip Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	questions (thesis); create shared doc (presentation) among class, each responsible for an element of research.	Objective Sheets Computer Lab
Describe how monetary and non-monetary assets can contribute to net worth.	Formative Assessments: Discuss how Monetary and non-monetary assets contribute to net worth. Identify the differences in monetary and non-monetary assets.	Students will complete a unit test describing monetary and non-monetary assets.	MATH: Calculate and compare individual net worth. SS: Connect net worth to social issues, population patterns, and environment	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab

Explain how personal spending behavior contributes to building wealth.	Formative Assessments: Discuss types of positive personal spending behavior. Identify the types of spending behaviors.	Listen, think, pair and share about personal spending behavior. Complete worksheet on types of spending behaviors.	ELA: Discussing the planning process, common advantages, and various ways to build wealth. SS: Human behavior in spending habits	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
Discuss how charitable giving fits into a spending plan.	Formative Assessments: Describe what can be identified as charitable giving. Discuss how planning for charitable giving can be beneficial to financial plans.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Discussing the Planning Process, common advantages, and various types of charitable giving. SS: Impact of charitable giving on society MATH: Calculate taxable income and the amount owed for federal income tax with charitable giving.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab

Give examples of practices that assist individuals and families in achieving and maintaining financial security.	Formative Assessments: Identify what financial security looks like for each individual. Discuss what financial security is. Describe options and strategies in achieving and maintaining financial security.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Discussing the planning process, common advantages, and various designs of financial plans.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Describe how goals, decision-making, and planning affect personal financial choices and behaviors.	Summative Assessment: Describe the differences in short term, medium term, and long term goals. Identify individual goals that could meet all three types. Formative Assessments: Discuss how decision making and choices affect the financial plan.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SCI: Professional Career Journals/Presentations SS: Role of society and environment in affecting personal financial choices and behaviors	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Develop a plan to reach a specific financial goal.	Formative Assessments: Create individual goals and match them to the financial plan. Set short-, medium-, and long-term financial goals. Summative Assessment: Create a PowerPoint with illustrations demonstrating the goals being achieved. <i>Example: Preparing for prom this year, preparing for college in the next two years, and preparing to buy a home in the next five to ten years.</i>	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SCI: Professional Career Journals/Presentations SS: Role of society and environment in affecting personal financial choices and behaviors MATH: Project - Students will be given different individual financial scenarios to compute the amount the person needs to achieve a financial goal by using time value of money calculations with formula, time value of money table, financial calculator, and spreadsheet software. Make suggestions on personal financial choices and behaviors that will help to accumulate the targeted wealth.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss personal values that affect financial choices.	Formative Assessments: Discuss what personal values are. Describe how this affects what financial choices are most important.	Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Discussing the planning process, common advantages, and various designs of financial plans. SS: Role of society and environment in affecting personal financial choices and behaviors	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
Discuss the advantages of designing and following a personal financial plan.	Formative Assessments: Identify what a personal financial plan is. Discuss advantages and disadvantages to various styles of financial plans. Describe which type of plans fit best for specific individuals.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	ELA: Discussing the planning process, common advantages, and various designs of financial plans.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Examine and differentiate between retirement and estate planning options available to individuals and families.	Formative Assessments: Compare and Contrast Retirement and Estate Planning options. Describe the benefits of retirement and estate planning.	Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Create charts and graphs comparing retirement and estate planning options. <i>Geometry with Data Analysis</i> SS: Observe how these options differ for different levels of society MATH: Project - The students can work in groups to estimate retirement spending needs and estate tax bills with a given household financial situation. Make comparisons of retirement and estate planning options based on the given scenarios.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab

Discuss how certifications may expand employment opportunities and positively impact earnings.	Summative Assessments: Identify college opportunities such as certificates and degree options. Describe how pay is affected by certification and/or education degree. Identify career opportunities, such as higher pay, associated with higher education level.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SCI: Professional Career Journals/Presentations MATH: Create charts and graphs comparing salaries and benefits of accounting and business administrative professionals. <i>Geometry with Data Analysis</i> SS: Effect on employment rate and society	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Discuss the opportunity costs of developing human capital by taking courses to prepare for employment in careers that are in high demand with high income potential.	Summative Assessments: Identify high demand careers. Determine what opportunity cost means. Describe the correlation of pay and career demand.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Mini research project; teacher provided topics related to fields of accounting, business finance, etc. Cite evidence (MLA), answer essential questions (thesis); create shared doc (presentation) among class, each responsible for an element of research. SS: Effect on employment rate and society	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Collect information from several sources when planning to purchase a product.	Formative Assessments: Research consumer choice and advertisement. Discuss the difference in want versus need. Identify social triggers that encourage spending.	Group investigation on formative topics Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SCI: Professional Career Journals/Presentations SS: Effect of marketing practices on purchasing MATH: Create tables and charts to identify strategies for effective consumer buying.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss what information is most helpful in choosing which product to buy.	Summative Assessments: Determine what information is necessary when making a financial choice. Identify want versus need. Compare products based on brand, costs per unit, and effectiveness.	Group investigation on formative topics Brainstorming/Discussion paper on formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Mini research project; teacher provided topics related to product advertisements, product placement, availability, etc. Cite evidence (MLA), answer essential questions (thesis); create shared doc (presentation) among class, each responsible for an element of research. SS: Effect of marketing practices on purchasing MATH: Solve word problems related to calculating unit pricing, coupons and rebates. MATH: Calculate the cost of credit and compare it to the cash price of a product. MATH: Project - Given different financial planning cases, the students will make purchase decisions based on various information, such as present value, future value, loan options, unit prices, and etc.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Key Vocabulary

personal finance, financial planning, asset, monetary asset, non-monetary asset, net worth, personal spending behavior, wealth, net worth, charity, spending plan, tax deduction, financial security, budgets, financial plan, savings, investment, goal setting, goals, decision making, goal planning, financial goal, personal values, work ethic, charity, civic virtue, financial plan, goal setting, debt management, planning for taxes, emergency fund, estate planning, retirement, IRA, Roth IRA, will, assets, estate tax, certification, opportunity cost, human capital, comparison shopping, consumer reviews, independent testing labs, manufacturer, retailer

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

All CTSO member recruiting
BPA- Economic Research Project
FBLA- Economics or Personal Finance
FCCLA- Interpersonal Communications or Teach and Train

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 3 Title: Consumer Protection

Content Standards

6. Outline the purposes and features of consumer protection laws, agencies, and sources of assistance, including identity protection and credit regulations.
 - 6a. Explain ways to avoid identity theft, fraud, financial scams, and schemes designed to defraud consumers.
 - 6b. Discuss the financial and emotional costs of recovering from identity theft or fraud.
 - 6c. Describe possible responses to excessive debt collection practices.
7. Locate and share credible sources of up-to-date information about consumer rights and responsibilities.
 - 7a. Investigate and report on sources of assistance for resolving consumer disputes.
 - 7b. Demonstrate procedures for filing formal consumer complaints.
8. Outline steps to resolve identity theft problems as recommended by the Federal Trade Commission and financial institutions.
 - 8a. List entities that have a right to request certain personal financial data.
 - 8b. Investigate and report on consumer safeguards for mobile and online banking.

Unpacked Learning Objectives

Students know:

- The purposes and features of consumer protection laws, agencies and sources of assistance.
- Ways to avoid identity theft, fraud, financial scams and schemes.
- There are financial and emotional costs of recovering from identity theft or fraud.
- Appropriate responses to excessive debt collection practices.
- The process for identifying credit sources of up-to-date information about consumer rights and responsibilities.
- How to locate sources of assistance for resolving consumer disputes.
- How to file formal consumer complaints.
- The recommended steps to resolve identity theft problems.
- Which entities have a right to request certain personal financial data.
- There are safeguards in place to protect consumers who engage in mobile and online banking.

Students are able to:

- Explain the purposes and features of consumer protection laws, agencies and sources of assistance.
- Give examples of ways to avoid identity theft, fraud, financial scams and schemes designed to defraud consumers.
- Describe the financial and emotional costs of recovering from identity theft or fraud.
- Develop possible responses to excessive debt collection practices.

- Recognize and report information from credible sources of up-to-date information about consumer rights and responsibilities.
- Distinguish and share sources of assistance for solving consumer disputes.
- Illustrate procedures for filing formal consumer complaints.
- Describe the steps to resolve identity theft problems as recommended by the Federal Trade Commission and financial institutions.
- Give examples of entities that have a right to request certain personal financial data.
- Give examples of consumer safeguards for mobile and online banking.

Students understand that:

- There are consumer protection laws, agencies and other sources of assistance available to consumers.
- There are actions they can take to protect themselves from identity theft, fraud, financial scams and schemes.
- How to Identify theft and fraud create financial and emotional costs.
- Consumers are protected from excessive debt collection practices.
- It is important that information be both current and from credible sources when gathering information about consumer rights and responsibilities.
- There are sources of assistance available in solving consumer disputes.
- There are procedures to be followed for filing formal consumer complaints.
- There are steps recommended by the Federal Trade Commission and financial institutions to resolve identity theft problems.
- Only some entities have the right to request certain personal financial data.
- There are safeguards in place to protect consumers who use mobile and online banking.

Unit Driving/Essential Question	How does Consumer Protection empower the buyer through laws, agencies, and sources of assistance?
Exemplar High Quality Unit Task	Define types of Consumer laws, agencies, and sources of assistance. Utilize technology to access, manage and integrate information. Identify Technology advancements in Consumer Protection. Apply problem-solving skills in Consumer Protection. Showcase effective communication skills. Conduct a business meeting.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Describe the purposes and features of consumer protection laws, agencies and sources of assistance, including identity protection and credit regulations.	Formative Assessments: Discuss types of consumer protection laws. Identify sources of assistance. Compare and contrast protections versus regulations dealing with consumer protections. Create a brochure introducing their families to consumer protection.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in consumer protection laws	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Describe ways to avoid identity theft, fraud, financial scams and schemes designed to defraud consumers.	Summative Assessments: Describe identity theft, fraud, scams, and schemes that could harm consumers. Identify which are most likely to work on teenagers. Determine how this affects how we communicate and make purchases online or through cell phones.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Identify and present the ways identity theft, fraud, financial scams, and schemes target teenagers.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Give examples of the financial and emotional cost of recovering from identity theft or fraud.	Formative Assessments: Discuss the Costs of Recovery. Brainstorm scenarios that could happen as a result of fraud or theft. Research examples of the costs of recovery. Act out one example (each) of recovery as groups.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effects of identity theft and financial loss on individuals and families ELA: Create a skit of recovery. MATH: Use tables and charts to demonstrate the financial and emotional cost of recovering from identity theft or fraud.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss possible responses to excessive debt collection practices.	Formative Assessments: Identify what debt collection practices are. Describe, in their own words, what it is and how it could affect credit and livelihood.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Find and show credible sources of up-to-date information about consumer rights and responsibilities.	Formative Assessments: Create a chart of consumer rights and responsibilities. Create a resource folder in schoology for consumer rights and responsibilities.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in consumer rights and responsibilities ELA: Research consumer rights and responsibilities MATH: Create charts to summarize up-to-date information about consumer rights and responsibilities.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab
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Research and share sources of assistance for resolving consumer disputes.	Formative Assessments: Research types of consumer disputes. Identify sources of assistance. Determine costs associated with various types of assistance.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in consumer rights and responsibilities MATH: Create tables and graphs to compare costs associated with various types of assistance for resolving consumer disputes.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Practice procedures for filing formal consumer complaints.	Formative Assessments: Investigate how to file a consumer complaint. Research five online stores and locate their consumer complaint policies. Create a general complaint form. Demonstrate filing a consumer complaint and resolving a consumer complaint. Practice filing a consumer complaint and resolving a consumer complaint.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in consumer rights and responsibilities ELA: Write a fictional story showing how a person would file a formal consumer complaint	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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List steps to resolve identity theft problems as recommended by the Federal Trade Commission and financial institutions.	Summative Assessments: Identify theft problems. Describe how the FTC and institutions address these problems. Formative Assessments: Discuss new ideas that could solve these future problems.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in consumer rights and responsibilities ELA: List and illustrate the steps to resolve identity theft problems	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss entities that have a right to request certain personal financial data.	Summative Assessments: Describe what personal financial data is. Determine which entities have the authority to view this data. Formative Assessments: Evaluate how this makes the students feel about personal financial data being shared.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in access to personal financial data	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Locate and share information on consumer safeguards for mobile and online banking.	Formative Assessments: Discuss two and three point authentication factors. Discuss how using shared or public wifi can increase risks. Discuss security features used by online or mobile banking. Locate this information from three banking sources online.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in consumer safeguards, Federal Reserve system,	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Key Vocabulary

consumer protection agency, consumer protection laws, identity theft, identify protection, credit reporting bureaus, credit monitoring service, identity fraud, phishing, financial fraud, identify fraud, emotional cost, debt collection, payday loans, instant credit, consumer rights, consumer responsibilities, credible source, consumer dispute, consumer complaint, federal trade commission, financial institution, personal financial data, privacy, consumer safeguard, online banking, mobile banking

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

BPA- Financial Literacy
FBLA- Business Law, Cyber Security, or Personal Finance

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 4 Title: Consumer Decisions and Behavior

Content Standards

9. Describe factors that impact consumer purchasing decisions throughout the lifespan.
 - 9a. Explain how limitations on financial resources affect the choices people make.
 - 9b. Explain how consumers can benefit from conducting a cost-benefit analysis before making a financial decision.
 - 9c. Analyze the influence of peer pressure and emotions on purchasing decisions.
 - 9d. Describe how scarcity relates to needs and wants.
 - 9e. Explain the impact of marketing, advertising, and sales strategies or techniques on purchasing decisions.
10. Apply a decision-making model to maximize consumer satisfaction when buying goods and services.
 - 10a. Categorize possible purchases of goods and services as wants or needs, explaining the reasoning for each decision.
 - 10b. Research and report pros and cons of e-commerce and online auctions.
 - 10c. Analyze the value of warranties, service contracts, and risk protection for a variety of products and services.
11. Demonstrate how to use comparison shopping skills to make purchasing decisions, including major purchases.
 - 11a. Compare the advantages and disadvantages of owning versus renting property or housing.
 - 11b. Research and report on various types of consumer contracts, indicating each type's advantages and disadvantages for the consumer.
 - 11c. Calculate cost and finance charges for major purchases.
 - 11d. Research the projected costs for all expenses associated with major purchases, including maintenance costs.
12. Identify factors that affect the total cost of goods and services, including sales tax, tips, coupons, discounts, and unit pricing.
 - 12a. Explain how sales and property taxes affect financial decisions.
13. Explain the ways in which individuals are responsible for their finances and situations in which they share responsibility for other people's finances.
 - 13a. List reasons to consult with a tax advisor or financial planner.
 - 13b. Explain the value of sharing financial goals and personal finance information with a partner before combining households.

Unpacked Learning Objectives

Students know:

- There are factors which impact consumer purchasing decisions throughout the lifespan.
- Limited financial resources affect the choices people make.
- Consumers can benefit from conducting a cost-benefit analysis before making a financial decision.
- Peer pressure and emotions have an influence on purchasing decisions.

- Scarcity is related to needs and wants.
- Marketing, advertising and sales strategies and techniques have an impact on purchasing decisions.
- How to utilize a decision-making model.
- How to group possible purchases or goods and services as either wants or needs.
- The pros and cons of e-commerce and online auctions.
- How to compare the value of warranties, service contracts, and risk protection for a variety of products and services.
- How to use comparison shopping skills to make purchasing decisions.
- The advantages and disadvantages of owning versus renting property or housing.
- The advantages and disadvantages of various types of consumer contracts.
- How to determine cost and finance charges for major purchases.
- The projected costs for all expenses associated with major purchases.
- Factors that affect the total cost of goods and services.
- Sales and property taxes affect financial decisions.
- The ways in which individuals are responsible for their finances and situations in which they share responsibility for other people's finances.
- Reasons to consult with a tax advisor or financial planner.
- The value of sharing financial goals and personal finance information with a partner before combining households.

Students are able to:

- Explain factors that impact consumer purchasing decisions throughout the lifespan.
- Discuss how limitations on financial resources affect the choices that people make.
- Describe how consumers can benefit from a cost-benefit analysis.
- Determine the influence of pressure and emotions on purchasing decisions.
- Explain how scarcity relates to needs and wants.
- Describe the impact of marketing, advertising, and sales strategies or techniques on purchasing decisions.
- Demonstrate use of a decision-making model to maximize consumer satisfaction when buying goods and services.
- Classify possible purchases of goods and services as wants or needs, explaining the reasoning for each decision.
- Investigate and list the pros and cons of e-commerce and online auctions.
- Categorize the value of warranties, service contract, and risk protection for a variety of products and services.
- Illustrate the use of comparison shopping skills to make purchasing decisions, including major purchases.
- Examine the advantages and disadvantages of owning versus renting property or housing.
- Differentiate between the advantages and disadvantages of various types of consumer contracts.
- Illustrate the cost and finance charges for major purchases.
- Calculate the projected costs for all expenses associated with major purchases, including maintenance costs.
- Explain factors that affect the total cost of goods and services, including sales tax, tips, coupons, discounts and unit pricing.
- Describe how sales and property taxes affect financial decisions.
- Describe the ways in which individuals are responsible for their finances and situations in which they share responsibility for other people's finances.
- Describe reasons to consult with a tax advisor or financial planner.

- Describe the value of sharing financial goals and personal finance information with a partner before combining households.

Students understand that:

- There are factors which impact consumer purchasing decisions which change during a lifespan.
- Having limited financial resources affects the choices people make.
- Conducting a cost-benefit analysis can help consumers make better financial decisions.
- Peer pressure and emotions can lead to poor purchasing decisions.
- Scarcity means that there are limited resources to fill needs and wants so choices have to be made.
- Marketing, advertising, and sales strategies or techniques are designed to influence consumers to purchase products and/or services.
- Making use of a decision-making model can lead to increased consumer satisfaction when buying goods and services.
- It is important to identify purchases or goods and services as either wants or needs in order to make good purchasing decisions.
- There are pros and cons of e-commerce and online auctions which should be considered.
- It is important to consider what value warranties, services contracts and risk protection plans add to a product.
- Comparison shopping should be used to make purchasing decisions, particularly for major purchases.
- There are advantages and disadvantages of owning versus renting property or housing which should be considered.
- Various consumer contracts have advantages and disadvantages which should be considered before entering into an agreement.
- It is important to examine the cost and finance charges for major purchases.
- When making major purchases, it is important to consider the projected future costs associated with the purchase, including maintenance.
- There are several factors, such as sales tax, tips, coupons, discounts and unit pricing which affect the total cost of goods and services.
- Sales tax and property tax need to be considered when making financial decisions.
- Specific situations can cause them to be responsible for the financial decisions of others.
- There are reasons which require consulting with a tax advisor or financial planner.
- It is important to share financial goals and personal finance information with a partner before combining households.

Unit Driving/Essential Question	How can understanding Consumer Decisions and Behavior empower one to set and maintain financial goals throughout their lifespan?
Exemplar High Quality Unit Task	Define consumer decisions, consumer behavior, and types of financial goals.. Utilize technology to access, manage and integrate information about consumer decisions and behavior. Identify Technology advancements that enable healthy Consumer Decisions and Behaviors. Apply problem-solving skills in Consumer Decisions and Behavior. Showcase effective communication skills. Conduct a personal development training.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Discuss factors that impact consumer purchasing decisions throughout the lifespan.	Formative Assessments: Analyze factors that influence consumer decisions and how this impacts the economy. Research examples of different factors that influence consumer behavior. Discuss the research of factors. Identify one factor that could impact one the most. Identify the life cycle and determine how it applies to consumer spending.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effect of consumer purchasing on employment, price stability, economic growth, inflation ELA: Identify one factor that could impact a person and give examples from research. MATH: Create a pie chart to demonstrate how different factors can impact consumer purchasing decisions in the lifespan. Rank the factors from the most influential to the least influential.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Describe how limitations on financial resources affect the choices people make.	Formative Assessments: Determine the effects of income and financial resources on life choices. Formulate a personal budget. Demonstrate basic math in personal finance. Examine how economic conditions affect personal finance.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effect of consumer purchasing on employment, price stability, economic growth, inflation, supply and demand MATH: Create tables and graphs about financial resources and discuss how its limitations affect the choices people make.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Give examples of how consumers can benefit from conducting a cost-benefit analysis before making a financial decision.	Formative Assessments: Identify current Financial situations. Investigate various money personalities. Revisit the personal budget created previously. Examine budgets which incorporate short, medium, and long term financial goals. Interpret and reconcile analysis sheets and construct a balance sheet.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Create a personal budget for the week (choose a career you are interested in) MATH: Given different financial scenarios, students will construct balance sheets, interpret and reconcile analysis sheets. MATH: Solve word problems involving making financial decisions by comparing cost and benefit using analysis sheets and balance sheets.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Examine the influence of peer pressure and emotions on purchasing decisions.	Formative Assessments: Identify an influencer that has the largest following. Discuss how peer pressure influences financial decisions. Discuss how emotional pressure affects financial decisions. Determine sources of assistance that can help reduce the impacts of these on personal spending.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Psychology of human behavior, influence of society on purchasing decisions ELA: Create a fictional imaginary interview with an influencer.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss how scarcity relates to needs and wants.	Summative Assessments: Describe scarcity. Compare and contrast want versus need. Determine how scarcity affects both want and need.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Limiting resources, link between scarcity and excessive wants ELA: Research examples in the world where there are scarcity relates to needs and wants MATH: Use tables and graphs to demonstrate how scarcity relates to needs and wants. Given different scenarios, students can discuss the impact scarcity has on needs and wants.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss the impact of marketing, advertising, and sales strategies or techniques on purchasing decisions.	Formative Assessments: Discuss current marketing focused on teenage social media. Discuss how browser history and cookies impact advertising. Summative Assessments: Identify factors that could change the advertising impacts on individuals. Determine how these techniques affect personal purchasing decisions.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Research marketing practices and can compare and contrast their effect on the consumer MATH: Create charts and tables to identify and rank various factors, such as marketing advertising, and sales strategies or techniques, that affect purchasing decisions.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Use a decision-making model to maximize consumer satisfaction when buying goods and services.	Formative Assessments: Discuss and Describe what consumer satisfaction looks like and how to measure it. Create a model that showcases goals with wants and needs to review when making purchases. Discuss buyer regret. Demonstrate use of a decision-making model to maximize consumer satisfaction when buying goods and services.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Research marketing practices and can compare and contrast their effect on the consumer ELA: Design a survey to give to fellow classmates with regards to a “good” they want to sell	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Compare possible purchases of goods and services as wants or needs, explaining the reasoning for each decision.	Summative Assessments: Identify the differences of goods and services. Readdress the laws and regulations related to consumers and how it applies to services versus goods. Create individual charts that showcase various goods and services and cross reference if that is a want or need.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Limiting resources, link between scarcity and excessive wants, rational decision making including trade-offs, marginal benefits and marginal costs ELA: Create a pro/con list for services	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Identify and share pros and cons of e-commerce and online auctions.	Formative Assessments: Discuss pros and cons of e-commerce and online auctions. Determine which settings are appropriate to engage in e-commerce and online auctions. Review digital safety (briefly). Create a Venn Diagram to showcase knowledge on e-commerce and online auctions.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effects of e-commerce and on society, spending, and economy MATH: Use a Venn Diagram to compare and contrast e-commerce and online auctions.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Examine the value of warranties, service contracts, and risk protection for a variety of products and services.	Formative Assessments: Examine the value of warranties. Find online examples and discuss which make the most financial sense. Discuss service contracts and their benefits and costs. Identify risk protection for a variety of products and services.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Research a service contract and design your own	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Show how to use comparison shopping skills to make purchasing decisions, including major purchases.	Formative Assessments: Investigate prices for specific products. Discuss findings and sources of products and prices. Determine which choice is the best choice for that product.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Project - Given some major consumer purchases, such as buying motor vehicles, students will calculate the purchase prices by comparison shopping. They justify quantitatively why one alternative is better than the other.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Distinguish the advantages and disadvantages of owning versus renting property or housing.	Formative Assessments: Discuss the differences in owning and renting property/houses. Describe the insurance differences. Determine responsible party to maintain property. Identify the benefits of renting and of owning.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effect of renting vs. owning property on economy MATH: Calculate the costs of renting and owning property. Compare these two quantitatively and discuss the advantages and disadvantages of them using tables and charts.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Investigate and share information on various types of consumer contracts, indicating each type's advantages and disadvantages for the consumer.	Summative Assessments: Identify various types of consumer contracts. Determine the difference between negotiable and non-negotiable contracts. Research three types of consumer contracts and their advantages versus disadvantages. Create a digital document to showcase the findings from the investigation.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Create a digital document to show a minimum of three consumer contracts	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Compute the cost and finance charges for major purchases.	Formative Assessments: Determine what can be identified as a major purchase. Discuss the reasons for making major purchases. Analyze simple interest, compounding, future value, and present value. Identify various ways and methods of calculating time value of money.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Solve word problems about simple interest, compounding interest by formula. MATH: Calculate future value and present value of a major purchase. MATH: Calculate time value of money when achieving specific financial goals by various techniques, such as formula, time value of money tables, financial calculator, spreadsheet software, time value of money websites and apps. (www.kiplinger.com/tools) (www.dinkytown.net)	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Identify the projected costs for all expenses associated with major purchases, including maintenance costs.	Summative Assessments: Demonstrate basic Math in Finance by adding maintenance fees and costs in with the interest added major purchase previously discussed. Identify how interest, value, and maintenance affects overall costs in major purchases.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Calculate overall costs in major purchases, including value, maintenance fees and interest.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Describe factors that affect the total goods and services including sales tax, tips, coupons, discounts, and unit pricing.	Summative Assessments: Compare and contrast coupons with discounts. Compare and Contrast tips and taxes. Cross reference all four: coupons, discounts, taxes, and tips, and determine how this could affect purchases for goods or services.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in taxes, tax funding, use of tax money ELA: Annotate for specific factors in an assigned topic MATH: Solve word problems involving sales tax, tips, coupons, discounts, and unit pricing. Calculate the sales price with various factors.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss how sales and property taxes affect financial decisions.	Summative Assessments: Discuss the role and purpose of tax in society. Identify terminology and practices involved in sales and property tax. Determine how sales and property tax affects schools. Describe the differences in taxes, credits, and deductions. Discuss how all of these factors affect financial decisions.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in taxes, tax funding, use of tax money MATH: Project - Students will prepare a federal income tax return with given scenarios. They will differentiate taxes, credits and deductions. MATH: Create tables and charts to compare sales and property taxes in different states and discuss their impact on financial decisions.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss the ways in which individuals are responsible for their finances and situations in which they share responsibility for other people's finances.	Formative Assessments: Discuss co-signing agreements or contracts. Summative Assessments: Identify inherited finances. Determine what constitutes a dependent. Describe which financial responsibilities are transferable.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss reasons to consult with a tax advisor or financial planner.	Formative Assessments: Describe the need for financial planning. Discuss the benefits of utilizing resources and trained professionals like advisors or planners.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in taxes, tax funding, use of tax money ELA: Create a benefit analysis on why tax advisors and financial planners are worth the cost.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss the value of sharing financial goals and personal finance information with a partner before combining households.	Formative Assessments: Discuss the family life cycle and its impacts on finances. Investigate various family money personalities. Demonstrate how to create a combined or family short, medium, and long term list of goals. Examine how to budget for a combined household.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Create tables and charts to organize household finances based on the family life cycle. Make proposals on how to maximize financial advantages by a combined or family short, medium, and long term list of goals.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Key Vocabulary

consumer purchasing decision, lifespan, financial resources, financial limitations, bad credit, cost-benefit analysis, peer pressure, self-esteem, self worth, scarcity, marketing, advertising, sales strategies, purchasing decision, buyer behavior, decision-making model, consumer satisfaction, want, need, e-commerce, online auctions, warranty, service contract, risk protection, comparison shopping, lease agreement, equity, renting to own, lease agreement, payday loans, credit line, annual APR, interest rate, maintenance cost, cost of goods, sales tax, tips, coupons, discounts, unit pricing, property tax, cosigning, financial responsibility, tax advisor, financial planner, estate planning, financial goal

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

All CTSO member recruiting
BPA- Economic Research Project
FBLA- Economics or Personal Finance
FCCLA- Interpersonal Communications or Teach and Train

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 5 Title: Money Management

Content Standards

14. Demonstrate how to set financial goals and analyze the costs and benefits of spending decisions.
 - 14a. Describe a sunk cost and situations in which losses should be accepted to avoid further loss.
 - 14b. Compose an argument supporting the concept of paying yourself first.
 - 14c. Determine the amount of savings needed for a given household.
15. Describe strategies for managing income to align with financial goals.
 - 15a. Describe the impact of career choice, education, skills, and economic conditions on income and financial stability.
16. Prepare a monthly budget for an individual or a family given their income, savings goals, taxes, and list of fixed and variable expenses.
 - 16a. Evaluate the impact of taxes, government payments, and employee benefits on budgeting decisions.
 - 16b. Describe methods of allocating resources to meet savings and investment goals.
 - 16c. Analyze how changes in life circumstances can affect a personal spending plan.
 - 16d. Locate and use technology to help with financial management.
17. Gather and share information on income, benefits, and deductions.
 - 17a. Distinguish between gross and net income.
 - 17b. Analyze the impact of payroll deductions and employee benefits on income.
 - 17c. Calculate the monetary value of employee benefits when determining earnings.
 - 17d. Describe sources of income not derived from employment.
18. Demonstrate procedures for completing and filing income tax forms, utilizing tax terminology.
 - 18a. Explain the requirements for filing annual tax returns and the consequences of not paying income tax.

Unpacked Learning Objectives

Students know:

- How to set financial goals and analyze the costs and benefits of spending decisions.
- How to identify sunk cost and situations in which losses should be accepted to avoid further loss.
- How to support the concept of paying yourself first.
- The amount of savings needed for a given household.
- Strategies for managing income to align with financial goals.
- The impact of career choice, education, skills, and economic conditions on income and financial stability.
- How to make a monthly budget for an individual or a family given their income, savings goals, taxes, and list of fixed and variable expenses.

- The impact of taxes, government payments, and employee benefits on budgeting decisions.
- Methods of allocating resources to meet savings and investment goals.
- Life circumstances can affect a personal spending plan.
- How to use technology to help with financial management.
- Information on income, benefits, and deductions.
- The difference between gross and net income.
- The impact of payroll deductions and employee benefits on income.
- The monetary value of employee benefits when determining earnings.
- Sources of income not derived from employment.
- Procedures for completing and filing income tax forms, utilizing tax terminology.
- The requirements for filing annual tax returns and the consequences of not paying income tax.

Students are able to:

- Practice setting financial goals and analyzing the costs and benefits of spending decisions.
- Distinguish sunk cost and situations in which losses should be accepted to avoid further loss.
- Write an argument supporting the concept of paying yourself first.
- Calculate the amount of savings needed for a given household.
- Explain strategies for managing income to align with financial goals.
- Explain the impact of career choice, education, skills, and economic conditions on income and financial stability.
- Plan a monthly budget for an individual or a family given their income, savings goals, taxes, and list of fixed and variable expenses.
- Determine the impact of taxes, government payments, and employee benefits on budgeting decisions.
- Explain methods of allocating resources to meet savings and investment goals.
- Characterize how changes in life circumstances can affect a personal spending plan.
- Identify and employ technology to help with financial management.
- Compare information on income, benefits and deductions.
- Explain the difference between gross and net income.
- Calculate the impact of payroll deductions and employee benefits on income.
- Relate the monetary value of employee benefits when determining earnings.
- Give examples of sources of income not derived from employment.
- Practice procedures for completing and filing income tax forms, utilizing tax terminology.
- Identify the requirements for filing annual tax returns and the consequences of not paying income tax.

Students understand that:

- Setting financial goals and analyzing the costs and benefits of spending decisions is necessary.
- There are situations such as sunk cost where a loss should be accepted in order to avoid further loss.
- The need to pay yourself first.
- The amount of savings needed for a household will vary based on different factors.
- It is necessary to have a strategy for managing income in order to align with financial goals.

- Career choice, education, skills, and economic conditions have an impact on income and financial stability.
- Planning a monthly budget requires considering income, savings goals, taxes and fixed and variable expenses.
- Taxes, government payments, and employee benefits have an impact on budgeting decisions.
- It is necessary to allocate resources in order to meet savings and investment goals.
- Life circumstances can affect a personal spending plan.
- There is technology to help with financial management.
- Income, benefits and deduction should be considered in financial planning.
- There is a difference between gross and net income.
- Payroll deductions and employee benefits have an impact on income.
- Employee benefits provide monetary value and should be considered when determining earnings.
- Income can come from sources other than employment.
- They need to understand the procedures for completing and filing income tax forms.
- There are consequences of not paying income tax.
- It is important to understand the requirements for filing annual tax returns.

Unit Driving/Essential Question	How can understanding the financial process, options, and risks and understanding the impact of career choice, education, skills, and economic conditions on income and financial stability, enable one to make more beneficial choices in building their future financial wealth?
Exemplar High Quality Unit Task	Define consumer short, medium, and longterm goals, want, need, and income. Utilize technology to access, manage and integrate spending plans, budgets, and tax information. Identify Technology advancements in Money Management. Apply problem-solving skills in Money Management Situations. Showcase effective planning, budgeting, filing, and resolving money management issues. Complete a personal spending plan and budget.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Show how to set financial goals and analyze the costs and benefits of spending decisions.	Formative Assessments: Discuss current financial situations. Cultivate short, medium, and long term goals. Discuss the differences in wants and needs. Determine how to incorporate financial goals with current spending patterns. Introduce the idea of an Emergency Savings Account.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Outline short, medium, and long term goals MATH: Develop a personal balance sheet and cash flow statement with given financial scenarios.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss sunk cost and situations in which losses should be accepted to avoid further loss.	Formative Assessments: Discuss the terms sunk costs and total loss. Determine how to transition or separate from sunk costs and total loss. Identify the benefits of separation from these.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Influences on behavior regarding spending and saving	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Draft an argument supporting the concept of paying yourself first	Formative Assessments: Introduce the concept of PYF. Determine how this is beneficial to current life. Create an argument for PYF. Create an argument against PYF with a different suggested financial plan.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Influences on behavior regarding spending and saving ELA: Create an argumentative essay supporting the concept of paying yourself first with a minimum of two sources	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Decide the amount of savings needed for a given household.	Summative Assessments: Discuss the difference between an emergency savings account and other types of savings. Identify how to calculate savings needed based on bills, persons in family, and economic situation.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Influences on behavior regarding spending and saving MATH: Calculate savings needed based on the household spending plan along with budget variance.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss strategies for managing income to align with financial goals.	Summative Assessments: Discuss and examine budget options for income management. Create a chart to showcase how managing income wisely relates to achieving financial goals.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Influences on behavior regarding spending and saving MATH: Create a pie chart to demonstrate in percentage how income is allocated towards spending and savings to achieve financial goals.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss the impact of career choice, education, skills, and economic conditions on income and financial stability.	Summative Assessments: Analyze the relationship between education, training, and earning. Define and provide examples of post-secondary education. Discuss college and training costs versus starting income level. Research how experience and education affects pay and financial stability.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Economic role in employment ELA: Research and discuss college and training costs versus starting income level; focus on one specific career of interest MATH: Create tables and graphs to compare average salaries among different career choices, education, skills, and economic conditions. Discuss the impact of these factors on income and financial stability using the given data.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Create a monthly budget for an individual or a family given their income, savings goals, taxes, and list of fixed and variable expenses.	Summative Assessments: Calculate current net worth. Discuss factors that affect net worth such as income versus debts. Create a digital monthly budget.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Create a monthly itemized budget for a career of choice MATH: Create a monthly budget by excel or google sheet with given financial situation.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Assess the impact of taxes, government payments, and employee benefits on budgeting decisions.	Summative Assessments: Identify the role and purpose of tax in society. Identify terminology and practices involved in employee benefits packages. Determine how Federal, State, and Local taxes, as well as Medicaid taxes, affects net pay. Define personal income taxes. Discuss how all of these factors affect financial budgeting decisions.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government's role in taxes, tax funding, use of tax money MATH: Calculate net pay with given data on federal, state, local taxes as well as Medicaid taxes. Describe the impact of these data on budgeting decisions.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Discuss methods of allocating resources to meet savings and investment goals.	Formative Assessments: Identify spending management strategies, including avoiding, reducing, retaining, and transferring. Discuss the 60-20-20 rule and various rules of spending. Determine which method best fits the savings or investment goals.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Research the management strategies and look for case studies	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Examine how changes in life circumstances can affect a personal spending plan.	Formative Assessments: Discuss the life family life cycle. Identify how these changes affect one's spending plan.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effect of economy on personal spending ELA: Write a journal entry from the perspective of someone who had a life circumstance that affected their personal spending plan	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Research and utilize technology to help with financial management.	Formative Assessments: Research financial technology available to assist with financial management. Discuss findings as a class. Summative Assessments: Determine the difference in Open Source versus Proprietary Source software.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Investigate related information on income, benefits, and deductions.	Summative Assessments: Describe the terms income, benefits, and deductions. Investigate, digitally, what they are, how they are related, and their significance in personal finance.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government provided benefits ELA: Design a presentation covering the information on income, benefits, and deductions	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Identify the differences between gross and net income.	Formative Assessments: Identify the terms gross and net pay. Discuss what factors change gross into net pay.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Illustrate the differences between gross and net income MATH: Calculate gross and net income with given financial situations. Compare gross and net income by identifying various factors that change gross into net pay.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Examine the impact of payroll deductions and employee benefits on income.	Formative Assessments: Discuss how benefits can affect pay. Examine types of employee benefits and determine who is responsible to pay for them. Determine which deductions are optional.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Federal and state income taxes, completing tax paperwork	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

	Evaluate which deductions are worth investing in.	Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Assess the monetary value of employee benefits when determining earnings.	Formative Assessments: Discuss Truth in Salary. Assess if the money value of employee benefits are equivalent to what is reported.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Calculate income with given payroll deductions and/or employee benefits.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss sources of income not derived from employment.	Summative Assessments: Identify sources of income not from employment. Discuss how income can vary and how taxes are applied to other streams of income.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Research and present sources of income not derived from employment MATH: Create tables and graphs to show how taxes are applied to other streams of income.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Follow procedures for completing and filing income tax forms, utilizing tax terminology.	Summative Assessments: Identify basic tax terminology. Demonstrate how to fill out w-2 forms. Demonstrate how to complete a FAFSA. Complete individual tax forms.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Federal and state income taxes, completing tax paperwork ELA: Complete and fill out a W-2 form (imaginary career with salary) MATH: Complete individual tax forms by using basic math skills.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Describe the requirements for filing annual tax returns and the consequences of not paying income tax.	Summative Assessments: Define personal income taxes.. Examine tax fraud and other illegal financial practices. Describe different types of taxes, credits, and deductions. Discuss how to file individual taxes. Investigate tax breaks. Examine consequences of failing to pay.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal and state income taxes, completing tax paperwork	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Key Vocabulary

financial goals, cost-benefit analysis, sunk cost, paying oneself, savings plan, financial goal, income, career choice, education, skills, economic conditions, income, financial stability, budget, savings goal, taxes, fixed expenses, variable expenses, FICA, income tax, SNAP, Medicaid, unemployment insurance, farm subsidies, health insurance, retirement plan contributions, savings goal, investment goal, financial resources, personal spending plan, financial management, financial planning tools, online banking, mobile banking apps, direct deposit, money transfer apps, online payments, income, benefits, deductions, gross income, net incomes, Social Security, state and federal income tax, flexible benefit plans, health insurance, employee benefits, investment income, inheritance, alimony, unemployment insurance, stock dividends, government transfer payments, deductions, W2, 1098, tax bracket, gross income, net income, tax credits, tax exemption, dependents, federal tax lien, tax penalty, asset seizure, passport revocation

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

BPA- Fundamental Accounting
FBLA- Personal Finance

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 6 Title: Credit and Debt

Content Standards

19. Research and share information on credit options available to consumers.
 - 19a. Explain how credit card grace periods, methods of interest calculation, and fees affect borrowing costs.
 - 19b. List the types of information required on credit applications.
 - 19c. Calculate the total cost of a loan.
 - 19d. Differentiate among various types of student loans and compare to alternate means of paying for post-secondary education.
20. Research and report on factors that affect creditworthiness and credit scores.
 - 20a. List steps for obtaining a credit report from the three major reporting agencies.
 - 20b. Describe effective methods for improving credit scores.
 - 20c. Describe consequences of accumulating credit card debt and defaulting on loans, especially for young consumers.
 - 20d. Identify sources, types, and risks of loans for consumers.
 - 20e. Investigate and report on ways that a low credit score can affect a consumer's financial options.
21. Apply strategies to avoid or correct debt management problems.
 - 21a. Examine and report on the types of services offered by consumer credit counseling agencies.
 - 21b. Explain the economic consequences of personal bankruptcy and the financial responsibilities associated with filing for bankruptcy under Chapters 7, 11, and 13.
 - 21c. Investigate how student loan obligations differ from other kinds of debt.
 - 21d. Research and report on a financial institution's debt reduction services.

Unpacked Learning Objectives

Students know:

- Credit options available to consumers.
- How credit card grace periods, methods of interest calculation, and fees affect borrowing costs.
- Types of information required on credit applications.
- How to get the total cost of a loan.
- Types of student loans and alternative means of paying for post-secondary education.
- Factors that affect creditworthiness and credit scores.
- Steps for obtaining a credit report from the three major reporting agencies.
- Effective methods for improving credit scores.
- The consequences of accumulating credit card debt and defaulting on loans.
- The sources, types and risks of loans for consumers.

- Ways that a low credit score can affect a consumer's financial options.
- Strategies to avoid or correct debt management problems.
- The types of services offered by consumer credit counseling agencies.
- The economic consequences of personal bankruptcy and the financial responsibilities associated with filing for bankruptcy under Chapters 7, 11, and 13.
- Student loan obligations differ from other kinds of debt.
- Financial institutions offer various types of debt reduction services.

Students are able to:

- Describe credit options available to consumers.
- Calculate how credit card grace periods, methods of interest calculation, and fees affect borrowing costs.
- Describe types of information required on credit applications.
- Compute the total cost of a loan.
- Compare various types of student loans and contrast with alternate means of paying for post-secondary education.
- Identify and describe factors that affect creditworthiness and credit scores.
- Name the steps for obtaining a credit report from the three major reporting agencies.
- Give examples of effective methods for improving credit scores.
- Explain the consequences of accumulating credit card debt and defaulting on loans, especially for young consumers.
- Describe sources, types and risk of loans for consumers.
- Give examples of ways that a low credit score can affect a consumer's financial options.
- Demonstrate strategies to avoid or correct debt management problems.
- Identify and relate types of services offered by consumer credit counseling agencies.
- Describe the economic consequences of personal bankruptcy and the financial responsibilities associated with filing for bankruptcy under Chapters 7, 11, and 13.
- Describe how student loan obligations differ from other kinds of debt.
- Compare and contrast financial institution's debt reduction services.

Students understand that:

- There are different types of credit options available to consumers.
- Credit card grace periods, methods of interest calculation, and fees affect borrowing costs.
- Specific information is required on credit applications.
- Have an additional cost over and above the amount initially borrowed.
- There are multiple options to pay for post-secondary education including various types of student loans and other alternative methods.
- There are factors which influence creditworthiness and credit scores.
- There are procedures to obtaining a credit report from the three major reporting agencies.
- There are methods that can be used to improve credit scores.
- There are consequences to accumulating credit card debt and defaulting on loans.
- Loans come in different types, from different sources and have different risks associated with them.

- Low credit scores can affect a consumer's financial options.
- There are strategies that can be used to avoid or correct debt management problems.
- Consumer credit counseling agencies provide different types of services to assist consumers.
- There are economic consequences of filing for personal bankruptcy.
- Student loan obligations can not be discharged in bankruptcy unlike other forms of debt.
- Financial institutions offer different types of debt reduction services which should be carefully compared.

Unit Driving/Essential Question	How can understanding the differences and similarities of credit and debit assist consumers in making wise choices and avoiding economic consequences of misuse?
Exemplar High Quality Unit Task	Define credit and debit, and be able to compare and contrast. Utilize technology to access, manage and integrate information about personal credit and debit balances. Identify Technology advancements in credit and debit use. Apply problem-solving skills in credit and debit situations. Demonstrate proper use of credit and debit. Complete an application for credit and/or debit.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Identify and list information on credit options available to consumers.	Formative Assessments: Analyze and Evaluate sources and types of credit. Discuss the importance of a credit score and how to read a credit report. Examine the components of the cost of borrowing. Summative Assessments: Differentiate between credit and debit cards. Evaluate the basic borrowing process.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Create a Venn Diagram to compare credit and debit cards. MATH: Create tables and charts to list various credit options available to consumers.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss how credit card grace periods, methods of interest calculation, and fees affect borrowing costs.	Formative Assessments: Research various credit card companies to determine their grade periods, interest rates, and fee charts. Discuss your findings as a group. Identify what happens to your credit score if you default on your payments on your credit card.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government regulation on interest rates and consumer protection ELA: Research a minimum of two different credit cards and what they offer. MATH: Determine the cost of credit by calculating interest using various interest formulas. MATH: Solve word problems about the annual percentage rate (APR) by formula and tables.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Identify types of information required on credit applications.	Formative Assessments: Create a shared document that students can share real- time information required on credit (not just credit cards) applications. Discuss your findings as a group.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Government regulation on interest rates and consumer protection	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Determine the total cost of a loan.	Formative Assessments: Discuss various loan costs. Determine the actual total cost of that loan. Discuss the difference in term limits and years of payback.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government regulation on interest rates and consumer protection MATH: Solve word problems involving total cost of a loan with various term limits and years of payback.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Contrast various types of student loans and compare alternate means of paying for post-secondary education.	Formative Assessments: Determine the various types of loans for college. Discuss financial aid such as grants, pell grants, work study, and scholarships. Create a Venn Diagram of How they are similar and how they differ.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government regulation on interest rates and consumer protection, Federal Student Loan Program ELA: Create a Venn Diagram comparing two different student loans MATH: Create a Venn Diagram to showcase the similarities and differences among various financial aid, such as student loans, grants, pell grants, work study, and scholarships.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Discover and share factors that affect creditworthiness and credit scores.	Summative Assessments: Identify which factors will affect credit scores. Determine the benefits of building good credit. Determine who has permissions to review credit scores.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.		Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Describe steps for obtaining a credit report from the three major reporting agencies.	Formative Assessments: Research how to obtain a credit report from Equifax, Experian, and TransUnion. Discuss why they are rated differently and how their differences can be useful.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government regulation on interest rates and consumer protection ELA: Illustrate the steps for obtaining a credit report from the three major reporting agencies	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss effective methods for improving credit scores.	Formative Assessments: Discuss what a good credit rating is. Identify the effects of bad credit and no credit. Determine how to build or improve credit scores.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Create tables and graphs to compare methods that can improve credit scores.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Discuss the consequences of accumulating credit card debt and defaulting on loans, especially for young consumers.	Summative Assessments: Define what defaulting means. Identify various consequences. Determine the Effects of those consequences in the future.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Government regulation on interest rates and consumer protection	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Examine sources, types, and risks of loans for consumers.	Formative Assessments: Research types of loans available. Discuss the risks for consumers who take out loans. Determine which sources are credible and insured.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government regulation on interest rates and consumer protection ELA: Present various sources, types, and risks of loans for consumers	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Research and describe ways that a low credit score can affect a consumer's financial options.	Summative Assessments: Identify how credit scores are rated. Define what a low or high score is. Formative Assessments: Research how low credit limits consumers. Debate your findings.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	MATH: Calculate the future value of a product based on different credit scores, such as mortgage payment with various interest rates.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Use strategies to avoid or correct debt management problems.	Formative Assessments: Identify what constitutes a debt management problem. Research and Discuss strategies that help consumers avoid debt problems. Determine which sources can help correct debt management problems.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	ELA: Create a skit to show the strategies to avoid or correct debt management problems	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Research and describe types of services offered by consumer credit counseling agencies.	Formative Assessments: Describe what a consumer credit counseling agency does. Research the various types of services they offer. Discuss how these agencies are compensated.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government regulation on interest rates and consumer protection	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss the economic consequences of personal bankruptcy and the financial responsibilities associated with filing for bankruptcy under Chapters 7, 11, and 13.	Summative Assessments: Compare and contrast bankruptcy under Chapters 7, 11, and 13. Determine the effects of filing for bankruptcy. Determine the years without credit loans for each option.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Bankruptcy law MATH: Create tables and charts to analyze financial responsibilities associated with filing for bankruptcy under Chapters 7, 11, and 13.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Discuss how student loan obligations differ from other kinds of debt.	Formative Assessments: Review the types of student loans available. Discuss private versus federal lenders. Determine how pay back differs based on college status. Discuss loan forgiveness.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Government regulation on interest rates and consumer protection ELA: Create a T-Chart showing the difference between student loan obligations and other debt	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Investigate and describe a financial institution's debt reduction service.	Summative Assessments: Identify debt consolidation, loan counseling, and debt relief options. Describe the various forms of education and assistance associated with debt reduction services.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Key Vocabulary

revolving credit line, installment plan, open credit line, credit card grace period, interest calculation methods, credit card fees, income, credit history, total cost, amortization, post-secondary education, creditworthiness, payment history, credit mix, credit utilization, bankruptcy, debt collection, credit score, credit report, debt ratio, credit card debt, loan default, debt collection, personal credit line, payday loan, home loan, auto loan, debt management strategy, credit counseling, employability, future cost, availability of credit, debt charge off, student loan, financial institution, debt reduction

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

BPA- Banking and Finance, Financial Math and Analysis
DECA- Financial Literacy Promotion Project, Accounting Application Series
FBLA- Accounting I, Accounting II

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 7 Title: Saving

Content Standards

- 22. Research and report on the benefits of savings.
 - 22a. Distinguish between saving and investing, considering the characteristics of various methods of saving.
 - 22b. Calculate annual interest and annual yield on savings for various types of accounts.
 - 22c. Explain reasons for maintaining an emergency savings account and methods for determining the amount needed.
- 23. Compare certificates of deposit, money markets, and savings accounts and identify the benefits and disadvantages of each.
 - 23a. Gather information on the interest rates that financial institutions pay on different types of savings accounts.
 - 23b. Determine how real income, real return, real yield, and purchasing power are calculated and why they are important.
 - 23c. Explain the difference between simple and compound interest and calculate interest on a given amount of savings using each method.
 - 23d. Gather and share information on the impact of inflation on savings.

Unpacked Learning Objectives

Students know:

- Benefits of savings
- Difference in saving and investing.
- How to determine annual interest and annual yield on savings for various types of accounts.
- Reasons for maintaining an emergency savings account and methods for determining the amount needed.
- How to differentiate certificates of deposit, money markets, and savings accounts.
- How to identify the benefits and disadvantages of each.
- Interest rates that financial institutions pay on different types of savings accounts.
- The difference between simple and compound interest.
- How to compute interest on a given amount of savings using each method.
- Inflation has an impact on savings.

Students are able to:

- Identify and describe the benefits of savings.
- Explain the difference between saving and investing.
- Show annual interest and annual yield on savings for various types of accounts.
- Describe reasons for maintaining an emergency savings account and methods for determining the amount needed.
- Explain the benefits and disadvantages of certificates of deposit, money markets and savings accounts.
- Report information on the interest rates that financial institutions pay on different types of savings accounts.
- Describe the difference between simple and compound interest and calculate interest on a given amount of savings using each method.

- Describe the impact of inflation on savings.

Students understand that:

- Savings are important.
- Saving and investing are related but different activities with different purposes.
- Various types of savings accounts produce different levels of annual interest and annual yield.
- There are reasons to maintain an emergency savings account.
- There are methods to help determine the amount of emergency savings needed.
- There are benefits and disadvantages to certificates of deposit, money market and savings accounts.
- It is important to compare them in order to determine the best fit for the situation or circumstances.
- Financial institutions pay different rates on different types of savings accounts.
- There is a difference between simple and compound interest and how they are calculated.
- Inflation can reduce the value of savings.

Unit Driving/Essential Question	What are the differences between saving and investing and how does interest and inflation affect both?
Exemplar High Quality Unit Task	Define saving. Utilize technology to access, manage and integrate savings accounts. Identify Technology advancements in savings accounts and sources of assistance. Apply problem-solving skills in choosing savings accounts and sources of assistance. Showcase effective communication skills. Complete an application for a savings account.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Investigate and share information on the benefits of savings.	Formative Assessments: Identify reasons for saving and investing. Discuss the benefits found from this research.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Create a “timeline” of the various reasons for saving and investing	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Differentiate between saving and investing, considering the characteristics of various methods of saving.	Formative Assessments: Evaluate the costs and benefits of various saving options. Evaluate risk and return of various investment options. Summative Assessments: Compare and contrast saving versus investing.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investments, stocks, bonds MATH: Assess the costs and benefits of various savings plans. MATH: Evaluate the costs and benefits of different types of payment accounts. MATH: Calculate rate of return based on different financial scenarios.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Compute annual interest and annual yield on savings for various types of accounts.	Formative Assessments: Discuss the differences in annual interest and an annual yield on savings accounts. Determine how to apply these formulas to determine growth in savings. Summative Assessments:	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Governmental role in interest rates ELA: Research a minimum of three various types of accounts MATH: Calculate annual interest and APY on savings for various types of accounts given different financial scenarios	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

	Identify which type of saving accounts are most lucrative.	Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Discuss reasons for maintaining an emergency savings account and methods for determining the amount needed.	Formative Assessments: Discuss the implications of having an emergency savings plan versus not having one. (Katrina's Classroom) Discuss the difference between an Emergency Savings Account and other types of Savings. Summative Assessments: Create a document that showcases how to determine amounts needed for an Emergency Savings Account.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Create a presentation that shows how to determine amounts needed for an Emergency Savings Account. Be sure to use MLA citation and have a minimum of two sources MATH: Students will estimate the amounts needed for an emergency savings account based on the given scenarios.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Describe the differences between certificates of deposit, money markets, and savings accounts and identify the benefits and disadvantages of each.	Formative Assessments: Describe the difference between an Emergency Savings Account and other types of Savings. Summative Assessments: Create a chart that defines these three types of savings. Cross reference by comparing and contrasting their benefits and characteristics.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investments, stock market, bonds MATH: Given different financial situations, students will evaluate different bank services and decide which one will fit the needs the most, including certificates of deposit, money markets, and savings accounts.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Collect information on the interest rates that financial institutions pay on different types of savings accounts.	Formative Assessments: Investigate what the current savings rate is for various accounts. Discuss the pros and cons of each institution researched.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Governmental role in interest rates MATH: Create tables and graphs to compare interest rates of various types of savings accounts that financial institutions pay on. Given different scenarios, students will choose the type of savings account that will help	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	achieve the financial goal the best.	
Discuss the difference between simple and compound interest and calculate interest on a given amount of savings using each method.	Summative Assessments: Identify the simple interest formula. Identify the compound interest formula. Formative Assessments: Discuss how to differentiate the formulas and when to apply them. Demonstrate how to use each method.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Governmental role in interest rates MATH: Calculate interest on a given amount of savings using simple and compound interest.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Collect and list information on the impact of inflation on savings.	Formative Assessments: Discuss how inflation has impacted savings. Research and document current news articles that address or mention inflation affecting savings.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Effect of inflation on the economy ELA: Research a current event on inflation in the United States	Textbook Whiteboard/Interactive board Internet Computer Lab Calculator
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Key Vocabulary

savings, savings account, investing, certificates of deposit, IRA, retirement account, annual interest, annual yield of savings, emergency savings account, money market account, interest rate, compounded interest, compound interest, simple interest, inflation

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

BPA- Financial Literacy
FBLA- Business Law, Banking and Financial Systems, Personal Finance, Business Financial Plan

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 8 Title: Investing

Content Standards

24. Identify types of investments appropriate for different objectives.
 - 24a. Describe factors that affect the rate of return on investments.
 - 24b. Differentiate between diversification and asset allocation.
 - 24c. Compare the advantages of taxable, tax-deferred, and tax-advantaged investments, including Roth IRAs and employer-sponsored retirement options, and determine which are most beneficial for new savers.
 - 24d. Describe steps that will maximize long-term investment returns and explain the advantages of each.
25. Evaluate types of investments to determine how they meet the objectives of a personal financial plan.
 - 25a. Compare the advantages and disadvantages of buying and selling investments through various channels.
 - 25b. Research and report on investment options, considering risks and returns and the reasons for diversification.
26. Identify warning signs of investment fraud and steps that can be taken if victimized by investment fraud.

Unpacked Learning Objectives

Students know:

- Different types of investments are appropriate for different objectives.
- Factors that affect the rate of return on investments.
- The difference between diversification and asset allocation.
- The advantages of taxable, tax-deferred, and tax-advantaged investments.
- The steps that will maximize long-term investment returns.
- The advantages of each.
- How to use different types of investments to meet the objectives of a personal financial plan.
- The advantages and disadvantages of buying and selling investments through various channels.
- The risk and returns of investment options.
- The warning signs of investment fraud
- Steps that can be taken if victimized by investment fraud.

Students are able to:

- Describe types of investments appropriate for different objectives.
- Explain different factors that affect the rate of return on investments.
- Describe the difference between diversification and asset allocation.
- Describe the advantages of taxable, tax-deferred, and tax-advantaged investments.

- Explain steps that will maximize long-term investment returns and describe the advantages of each.
- Compare types of investments to determine how they meet the objectives of a personal financial plan.
- Describe the advantages and disadvantages of buying and selling investments through various channels.
- Identify and describe investment options, considering risk and returns and the reasons for diversification.
- Describe warning signs of investment fraud.
- List steps that can be taken if victimized by investment fraud.

Students understand that:

- Different types of investments are appropriate for different investments.
- Different factors can affect the rate of return on investments.
- There is a difference between diversification of assets and asset allocation.
- There are different advantages of taxable, tax-deferred, and tax-advantaged investments.
- There are steps to follow in order to maximize long-term investment returns.
- Different types of investments can be used to meet the objectives of a personal financial plan.
- Various channels for buying and selling investments have advantages and disadvantages.
- Investment options have different risks and returns which is a reason for diversification.
- There are warning signs to signal investment fraud.
- Steps can be taken if they are victimized by investment fraud.

Unit Driving/Essential Question	How does one determine which investment works best to fit their needs and what are the factors that can influence these investments? How can investing help reduce financial worries and make money work?
Exemplar High Quality Unit Task	Define investing, simple interest, compound interest and be able to identify how taxes affect investments. Utilize technology to access, manage and integrate investment accounts and to protect oneself from fraud. Identify Technology advancements in investment accounts and sources of assistance. Apply problem-solving skills in choosing investment accounts and sources of assistance. Showcase effective communication skills when resolving concerns with investment accounts. Complete an application for an investment account.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Discuss types of investments appropriate for different objectives.	Formative Assessments: Discuss the various types of investments. Discuss that FDIC does not cover investments.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investment options, role of economy in investments ELA: Discuss and present the various types of investments utilizing Canva, Google Slides, and/or StoryBoard MATH: Given different objectives, the students will identify the type of investments that is most appropriate for the scenarios.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss factors that affect the rate of return on investments.	Summative Assessments: Identify the formula for the rate of return. Formative Assessments: Discuss how this rate affects your investment. Determine what penalties are applicable for early termination of investment.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investment options, role of economy in investments MATH: Calculate rate of return on investments by formula and tables.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Distinguish between diversification and asset allocation.	Formative Assessments: Research asset allocation and the implication of investment strategies. Summative Assessments: Describe the difference in balance risk versus reward. Determine how adjusting the percentage of each asset in an investment	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Business investment options, role of economy in investments ELA: Create a Venn Diagram showing the differences/similarities between diversification and asset allocation	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

	portfolio affects the asset value. Describe what diversification means. Compare and Contrast diversification and asset allocation.	Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Discuss the advantages of taxable, tax-deferred, and tax-advantaged investments, including Roth IRAs and employer-sponsored retirement options, and determine which are most beneficial for new savers.	Formative Assessments: Discuss the various tools available to invest extra funds. Summative Assessments: Determine the risks associated with investing. Identify the differences in traditional and Roth IRAs. Create a document that showcases the effects of tax options on investments: taxable, deferred, and advantaged investments.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investment options, role of economy in investments MATH: Create tables and graphs to demonstrate the effects of tax options on investments, including taxable, deferred, and advantaged investments.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss steps that will maximize long-term investment returns and explain the advantages of each.	Formative Assessments: Identify reasons for saving and investing. Evaluate the risk and return of various investment options. Analyze the relationship between risk and return. Discuss the steps for successful long term investments, elaborate on the advantages and disadvantages of each.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investment options, role of economy in investments MATH: With a given long term investment, students will evaluate and compute the risk and return of the investment options.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Assess types of investments to determine how they meet the objectives of a personal financial plan.	Formative Assessments: Continue evaluating the costs and benefits of various saving options. Summative Assessments: Compare and Contrast how each type can help one obtain and maintain financial wealth.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Business investment options, role of economy in investments ELA: Create a step-by-step manual on how to assess types of investments (personal financial plan) MATH: With short-term and long-term financial goals, students will be able to	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	compare and contrast each type of investments by computing the costs and benefits of various saving options.	
Evaluate the advantages and disadvantages of buying and selling investments through various channels.	Formative Assessments: Research various risk management strategies, including investments through diverse markets. Discuss how buying and selling investments works. Summative Assessments: Create a flowchart that shows the cycle process of buying and selling investments.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investment options, role of economy in investments	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Investigate and list investment options, considering risks and returns and the reasons for diversification.	Formative Assessments: Research various risk management strategies, including investments through diverse markets. Compare and Contracts the risks and returns of investment options. Determine the main reasons for diversification.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Business investment options, role of economy in investments MATH: Project - Students will be given financial situations to investigate different investment options. They will use tables and charts to show how to diversify investments based on risks and returns.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Discuss warning signs of investment fraud and steps that can be taken if victimized by investment fraud.	Formative Assessments: Examine types of identity theft situations and scams. Develop a plan to protect oneself from identity theft and fraud. Summative Assessments: Determine the signs that fraud has occurred. Discuss steps to rectify identity fraud and scams.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Business investment options, role of economy in investments, Federal Deposit Insurance Corporation (FDIC)	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
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Key Vocabulary

short-term goals, long-term goals, liquidity, rate of return, risk, economic conditions, diversification, asset allocation, taxable, tax-deferred, tax-advantaged, Traditional IRA, Roth IRA, employer-sponsored retirement, diversification, employer matching program, investment strategy, stocks, bonds, mutual funds and ETFs, bank products, options, annuities, retirement, saving for education, investment brokerage, stock broker, direct purchase, stock options, investment professionals, online brokerage, treasury bills, mutual funds, index funds, certificates of deposit, money market accounts, investment fraud, Ponzi scheme, consumer protection

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

BPA- Financial Literacy
FBLA- Business Law, Banking and Financial Systems, Personal Finance, Life Smarts

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 9 Title: Personal Insurance

Content Standards

- 27. Describe how insurance protects against loss and mitigates financial consequences.
 - 27a. Explain the various types of personal insurance and identify coverage needed at different stages of life.
 - 27b. Research and report on ways coverage, deductibles, and premiums are related.
 - 27c. Analyze the costs and benefits of various types of insurance.
- 28. Compare and contrast types of property insurance and identify situations when certain types of coverage are needed.
 - 28a. Gather and share information about the consequences of accidents involving uninsured or underinsured motorists.
 - 28b. Explain the differences between independent insurance agencies and franchised agencies.
 - 28c. Determine the amount of coverage needed in a given situation.

Unpacked Learning Objectives

Students know:

- Insurance protects against loss and mitigates financial consequences.
- The various types of personal insurance and identify coverage needed at different stages of life.
- How coverage, deductibles, and premiums are related.
- There are costs and benefits of various types of insurance.
- The different types of property insurance.
- How to identify situations when certain types of coverage are needed.
- The consequences of accidents involving uninsured or underinsured motorists.
- The differences between independent insurance agencies and franchised agencies.
- The amount of coverage needed in a given situation

Students are able to:

- Explain how insurance protects against loss and mitigates financial consequences.
- Explain the various types of personal insurance.
- Give examples of coverage needed at different stages of life.
- Recognize the connection between insurance coverage, deductibles and premiums.
- Calculate the costs and benefits of various types of insurance.
- Explain types of property insurance
- Give examples of situations when certain types of coverage are needed.
- Describe the consequences of accidents involving uninsured or underinsured motorists.
- Describe the differences between independent insurance agencies and franchised agencies.

- Calculate the amount of coverage needed in a given situation.

Students understand that:

- Insurance is purchased to provide risk protection from financial loss.
- There are different types of personal insurance.
- Different types of insurance coverage are needed at different life stages.
- There is a relationship between coverage options, deductibles required and premium cost.
- It is important to conduct a cost-benefit analysis when purchasing insurance.
- There are different types of property insurance.
- Different situations call for different types of coverage.
- Being involved in an accident with uninsured or underinsured motorists has negative consequences.
- There are differences between independent insurance agencies and franchised agencies.
- Different amounts of insurance coverage are needed for different situations.

Unit Driving/Essential Question	How can insurance protect against loss and mitigate financial consequences and how does this change throughout one's life?
Exemplar High Quality Unit Task	Define life insurance, car insurance, home and property insurance, and riders insurance. Utilize technology to access, manage and integrate insurance accounts and companies. Identify Technology advancements in insurance companies services and claims. Apply problem-solving skills in choosing insurance companies services. Showcase effective communication skills when resolving claims. Complete an application for insurance.

Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Discuss how insurance protects against loss and mitigates financial consequences.	Formative Assessments: Evaluate different types of insurance, such as auto, health, life and property insurance. Summative Assessments: Identify common terminology of the insurance industry.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal regulations on insurance ELA: Create a brochure showing how insurance protects against various consequences MATH: Develop a risk management plan using insurance based on different given scenarios. Understand how deductibles and different coverages work.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss the various types of personal insurance and identify coverage needed at different stages of life.	Formative Assessments: Determine the various categories and types of insurance. Create a diagram to show the relation of insurance and the life cycle. Discuss findings and diagrams.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal regulations on insurance MATH: Evaluate various types of personal insurance and analyze the benefits and limitations.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Investigate and describe how coverage, deductibles, and premiums are related.	Formative Assessments: Analyze the process of selecting an insurance program. Research and describe coverage limits, responsible party, deductible and premiums.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Federal regulations on insurance MATH: Investigate different cases to identify how coverage, deductibles and premiums are related. For example: Find the actual medical cost after the deductible and coinsurance; Increase a deductible to reduce the premium; and etc.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Compare the costs and benefits of different types of insurance.	Formative Assessments: Adding to the diagram previously created, showcase costs associated with the insurance needed for that phase of the life cycle. Determine the benefits of insurance compared to the costs at each phase.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal regulations on insurance ELA: Create and present a commercial based off of a type of insurance MATH: Create tables and graphs to showcase the costs and benefits of different types of insurance. Explain why the costs of health insurance and healthcare have been increasing.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss types of property insurance and identify situations when certain types of coverage are needed.	Formative Assessments: Analyze home and property insurance, including rider policies. Discuss when various types of insurance are needed and used. Connect the Renting versus owning a home and property lesson into this discussion.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal regulations on insurance MATH: Create a Venn Diagram to compare different types of renter's insurance and homeowner's insurance.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Research the consequences of accidents involving uninsured or underinsured motorists.	Formative Assessments: Analyze automobile insurance. Research and determine the responsible party in uninsured accidents. Discuss state at-faults laws and tickets.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit.	SS: Federal regulations on insurance ELA: Research stories of uninsured or underinsured motorists	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

	Determine if insurance premiums are affected by uninsured persons.	Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Discuss the differences between independent insurance agencies and franchised agencies.	Formative Assessments: Compare and contrast independent and franchised insurance agencies, including the benefits and negative aspects of each. Discuss your findings as class.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal regulations on insurance	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Calculate the amount of coverage needed in a given situation.	Summative Assessments: Identify home and car values. Determine how to calculate coverage needed based on value and insurance type. Create various examples of match coverage and explain why they are matched.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal regulations on insurance MATH: Analyze factors that influence the amount of coverage and the cost of home insurance needed with given scenarios.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
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Key Vocabulary

insurance, risk protection, auto insurance, rental insurance, property insurance, disability insurance, life insurance (whole & term), health insurance, deductible, premium, insurance coverage, cost-benefit analysis, homeowner's insurance, renter's insurance, automobile insurance, liability, collision, comprehensive, flood insurance, uninsured, underinsured, independent insurance agency, franchise insurance agency, coverage limits

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

FCCLA- Illustrated Talk

Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3
Intuit® Quickbooks Certified
National Academy of Finance (NAF)
User Microsoft Office Specialist (MOS)

Unit 10 Title: Banking

Content Standards

29. Explain the role of the Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Administration (NCUA) in protecting depositors' savings, including coverage limits.
30. Explain how state and federal agencies charged with regulating financial institutions protect the safety, soundness, and legal compliance of the nation's banking system.
31. Investigate and report on account management services provided by financial institutions.
 - 31a. Summarize the risks and protections associated with checks, debit cards, credit cards, and online and mobile payment systems.
 - 31b. Compare the features and costs of personal checking accounts offered by different financial institutions.
 - 31c. Compare the features and costs of online and mobile banking and payment services offered by different financial institutions.
 - 31d. Compare the cost of cashing a check with various third parties.
 - 31e. Identify ways to avoid costly fees.
 - 31f. Discuss the pros and cons of being unbanked.
32. Demonstrate procedures for opening and managing a checking account, including writing checks; recording checks, debits, and deposits; and reconciling statements.

Unpacked Learning Objectives

Students know:

- The role of the Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Administration (NCUA) in protecting depositors' savings.
- State and federal agencies are charged with regulating financial institutions to protect the safety, soundness, and legal compliance of the nation's banking system.
- There are differences in account management services provided by financial institutions.
- The risks and protections associated with checks, debit cards, credit cards, and online and mobile payment systems.
- The features and costs of personal checking accounts offered by different financial institutions.
- The features and costs of online and mobile banking and payment services offered by different financial institutions.
- The cost of cashing a check with various third parties.
- How to avoid costly fees.
- The pros and cons of being unbanked.
- Procedures for opening and managing a checking account.

Students are able to:

- Describe the role of the Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Administration (NCUA) in protecting depositors' savings.
- Describe how state and federal agencies are charged with regulating financial institutions.
- Compare and contrast account management services provided by financial institutions.
- Describe the risks and protections associated with checks, debit cards, credit cards, and online and mobile payment systems.
- Describe the features of personal checking accounts offered by different financial institutions.
- Evaluate the cost of those features.
- Describe the features of online and mobile banking and payment services offered by different financial institutions.
- Evaluate the costs of those features.
- Identify the cost of cashing a check with various third parties.
- Describe ways to avoid costly fees.
- Describe the pros and cons of being unbanked.
- Illustrate procedures for opening and managing a checking account, including writing checks; recording checks, debits, and deposits; and reconciling statements.

Students understand that:

- The Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Administration (NCUA) are designed to protect depositors' savings up to specific coverage limits.
- There are state and federal agencies charged with regulating financial institutions to protect the nation's banking system.
- The account management services offered vary by the type of financial institution.
- There are different risks and protections associated with checks, debit cards, credit cards, and online and mobile payment systems.
- Different financial institutions offer personal checking accounts with different features and costs.
- Different financial institutions offer online, mobile banking and payment services with different features and costs.
- Cashing checks with third parties has various costs.
- There are ways to avoid costly fees.
- There are pros and cons to being unbanked.
- There are correct procedures to follow to open and maintain a checking account.

Unit Driving/Essential Question	What is the role of the Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Administration (NCUA) in protecting depositors' savings, including coverage limits and who regulates them?
Exemplar High Quality Unit Task	Define checking, savings, and various types of banking services. Utilize technology to access, manage and integrate banking accounts and companies. Identify Technology advancements in researching and utilizing banking companies services. Apply problem-solving skills in reconciling various accounts.

	Showcase effective communication skills when discussing terms and contract minimums. Complete an application for various banking services. Demonstrate how to use mobile or online banking applications to complete available services.
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Map of Student Learning by Learning Objective

Unpacked Learning Objective SWBAT	Potential Subtasks for Assessments Formative/Summative	Potential Learning Activities Learning Activity Checklist Link to Differentiation Examples	Integrated and Related Academic Content: ELA, Math, Science, and/or Social Studies Concepts & Activities	Equipment, Technology & Materials Finance-Equipment-List.pdf Link to Helpful Tech Tools
Discuss the role of the Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Administration (NCUA) in protecting depositors' savings, including coverage limits.	Summative Assessments: Identify what FDIC and NCUA is responsible for, who they cover, and how they are compensated. Formative Assessments: Discuss the link of The Great Depression and "bank runs". Elaborate on why FDIC and NCUA can help prevent future "bank runs".	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets.	SS: Regulations of the FDIC and NCUA MATH: Given different scenarios, students will be able to evaluate FDIC and NCUA and discuss how to maximize FDIC and NCUA insurance. MATH: Create tables and charts to explain how you can have much more than \$250,000 insured if you spread out your money between different	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Read, view and do text or digital activities or worksheets. Internet research on formative topics.	<u>accounts and ownership types.</u>	
Discuss how state and federal agencies charged with regulating financial institutions protect the safety, soundness, and legal compliance of the nation's banking system.	Summative Assessments: Examine the difference in state and federal regulatory agencies that deal with banking. Formative Assessments: Research their role in consumer protection. Discuss the reasons legal compliance is important to today's economy.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Federal and state government financial regulations, FDI, NCUA	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Research and describe account management services provided by financial institutions.	Formative Assessments: Identify the various types of banking accounts. Research which types of accounts are federally insured.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics.	ELA: Create an outline showing the connections between account management provided by financial institutions	Textbook Whiteboard/Interactive board Internet

	Describe who is responsible for maintaining accurate records. Introduce the Federal Exchange Commission.	Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		Objective Sheets Computer Lab Calculator
Discuss the risks and protections associated with checks, debit cards, credit cards, and online and mobile payment systems.	Formative Assessments: Compare and Contrast checks, debit cards, credit cards, and app pay. Discuss check fraud and identity theft associated with using checks. Analyze overdraft fees versus interest fees. Summative Assessments: Cross reference the terms and contracts required for each.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets.	SS: Government protections and regulations associated with checks, debit cards, etc. MATH: Create tables and charts to compare risks and protections associated with different banking services, including checks, debit cards, credit cards, and online and mobile payment systems.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Read, view and do text or digital activities or worksheets. Internet research on formative topics.		
Discuss the features and costs of personal checking accounts offered by different financial institutions.	Formative Assessments: Discuss how to read the terms of a checking account contract and various documents. Summative Assessments: Identify what a banking cycle includes and minimum obligations. Determine how transactions are posted to accounts.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government protections and regulations associated with financial institutions MATH: Project - Students will evaluate different personal checking accounts offered by different financial institutions and choose among them to meet the personal needs with given financial situations based on the features and costs. For example, some checking accounts offer free accounts but require a certain number of direct deposits and monthly transactions while others charge a \$5 monthly fee without additional requirements.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

Discuss the features and costs of online and mobile banking and payment services offered by different financial institutions.	Formative Assessments: Identify where online and mobile banking is generated from. Research which banking features are available online through various institutions. Discuss fees, auto pay, alert management, and balance minimums associated with online or mobile (phone) banking.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	SS: Government protections and regulations associated with financial institutions	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Examine the cost of cashing a check with various third parties.	Formative Assessments: Research various institutions to compare check cashing fees. Discuss these fees with third parties versus member banking. Connect how the Federal Exchange processes checks.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics.	ELA: Research and present the costs of cashing a check with various third parties	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab

	Bonus: Discover why paper checks are converted to digital checks and processed.	Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.		Calculator
Discuss ways to avoid costly fees.	Formative Assessments: Review how to read the contract and terms of accounts. Demonstrate how to locate and read current terms and minimum obligations. Discuss how to set alerts and notifications about payments and balances. As well as, discuss how transactions are posted and how to balance your accounts.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets.	MATH: Complete a check register to help balance accounts and avoid fees.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator

		Internet research on formative topics.		
Give examples of the pros and cons of being unbanked.	Formative Assessments: Discuss availability and accessibility of funds being banked versus being unbanked. Summative Assessments: Determine the risks involved with your funds being insured versus uninsured. Compare and Contrast being banked versus unbanked and cross reference insurance risks with both.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics. Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	ELA: Create a pro con list of being unbanked. Add in solutions for how to solve these issues.	Textbook Whiteboard/Interactive board Internet Objective Sheets Computer Lab Calculator
Practice procedures for opening and managing a checking account, including writing checks; recording checks, debits, and deposits; and reconciling statements.	Formative Assessments: Demonstrate how to open an online account. Summative Assessments: Complete paper applications for opening an account.	Group investigation on formative topics. Brainstorming/Discussion paper on formative topics. Listen, think, pair and share about formative topics.	ELA: Lesson on how to write a personal check and deposit slips MATH: Project - Students will create a check register for the given transactions by identifying credit (deposit) and debit	Textbook Whiteboard/Interactive board Internet Objective Sheets

	Identify check writing mistakes. Write a check deposit slip. Reconcile mock accounts and balance a checkbook.	Read, complete textbook or digital worksheet for this subunit. Demonstration on completing text or digital activities or worksheets. Read, view and do text or digital activities or worksheets. Internet research on formative topics.	(withdrawal) in order to balance the account, including writing checks, recording checks, debits, and deposits. They will also practice how to reconcile statements.	Computer Lab Calculator
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Key Vocabulary

Federal Deposit Insurance Corporation (FDIC), National Credit Union Administration (NCUA), Federal Reserve System, Office of the Comptroller of the Currency, Consumer Financial Protection Bureau, credit unions, pawn shops, payday lenders, commercial banks, online banks, check, debit card, credit card, online payment system, mobile payment system, personal checking account, overdraft protection, direct deposit, rewards programs, online banking, mobile banking, overdraft protection, mobile deposit, bank, check-cashing service, check cashing fees, transaction fees, late fees, overdraft fees, unbanked, risk, reconciling, debits, deposits, checks

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Active Experimentation – testing new ideas; improving skills in a new experience.
Concrete Experience – engaging directly in an accurate situation.
Reflective Observation – noticing what happened and relating to past experiences and conceptual understanding.
Abstract Conceptualization – gathering perceptions into abstract concepts.
Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:

BPA- Financial Literacy DECA- Financial Literacy Promotion Packet
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Certification/Credential Connection:

ASK Institute–Concepts of Finance IC3 Intuit® Quickbooks Certified National Academy of Finance (NAF) User Microsoft Office Specialist (MOS)
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